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AIRCRAFT MANUFACTURERS are beginning to see lost sales of new aircraft as a direct result of the 10 percent federal luxury tax that went into effect at the beginning of the year. Learjet officials said a customer who was financially qualified and wanted to buy a new Model 31 Learjet purchased a used aircraft because he was concerned that he would not be able to meet the 80 percent business use threshold necessary to avoid paying the luxury tax on a new aircraft. Beech has lost at least one new King Air sale for the same reason.

CHANGING OF THE GUARD at the Aircraft Owners and Pilots Association continued this month with the departure of Steve Bassett, who had been senior vice president-government and technical affairs. Bassett, a former television sports and news reporter, had been with AOPA for 11 years in several different policy and communications posts and is the second senior executive to depart since Phil Boyer replaced John Baker as president in January. Patricia Weil, who had been senior vice president-communications, resigned her post with the association last month *(BA, April 15/157)*. AOPA has not announced a successor for either post.

LEARJET'S Model 60 prototype, a stretched Model 55 that incorporates new Pratt & Whitney 305 turbofans and a new Collins instrument package, may fly before the end of the month, but the company is saying officially the first flight will take place in early June. Three production Model 60s are on the assembly line, with the first scheduled to roll out next spring.

PIPER SELLS AEROSTAR TYPE CERTIFICATE TO MACHEN AFFILIATE

Financially beleaguered Piper Aircraft Corp. has sold the type certificate and supplemental type certificates for the Aerostar twin-engine piston-powered aircraft line to the owners of Machen, Inc., a Spokane, Wash. firm that has been developing and selling modification packages for Aerostars for many years. Piper said the certificates for the Aerostar line were to be officially signed over on May 18 to Aerostar Aircraft Corp., whose principals are Stephen Speer and James Christy, both of whom are principals in Machen, Inc.

Christy told *BA* last week that AAC's first priority will be providing "all the spare parts people have been waiting for." Because of its financial problems, Christy said Piper has been unable to get the vendor items needed to supply spares for current Aerostar owners, adding that the situation has resulted in considerable pent-up demand for new parts. AAC and Machen also will continue to provide various factory-option and modification packages – such as known-icing kits and hot-plate windshields – for the more than 800 Aerostars still in service. Those operations will be handled by the existing work force of approximately 20 people.

Piper said all support requirements for the Aerostar line, such as parts, technical data and manuals will be handled directly by AAC. Piper will continue to sell its present inventory of Aerostar spare parts until it is depleted and also will act as a supplier to AAC "for an indefinite period while they make the transition in assuming all support responsibilities." Piper also will continue to offer initial and recurrent pilot training programs at its Vero Beach, Fla. facility.

In addition to the ongoing parts business, Christy said a newly formed corporate entity, Star Jet Corp., is attempting to win FAA approval of a modification program to convert pressurized Aerostars from piston to jet power with the installation of Williams/Rolls-Royce FJ-44 turbofans. Christy said the firm has held extensive discussions with Williams International about using the 1,900-pound turbofans on the Aerostar airframe and has applied to FAA for a waiver to permit the modifications to be performed under a supple-

(Continued on the following page)

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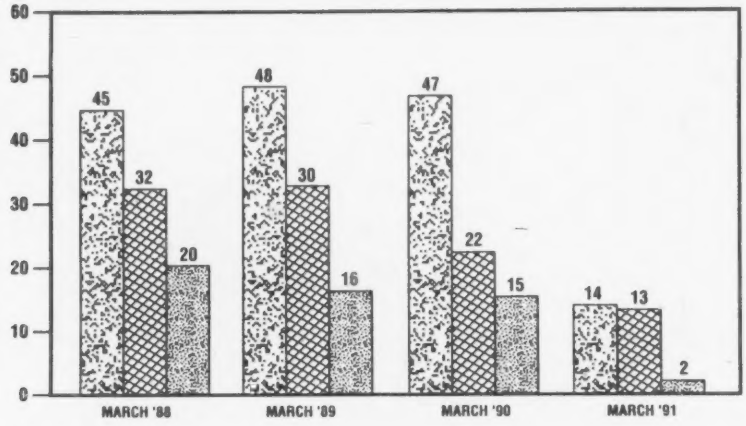
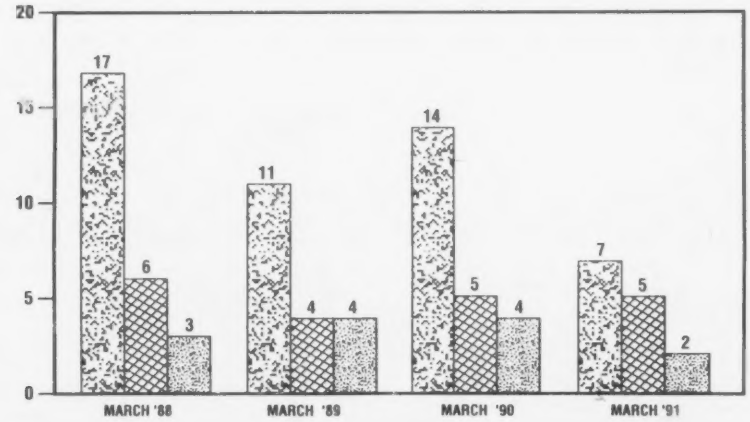
USED RETAIL JET DELIVERIES – NORTH AMERICA



FOR MARCH OF 1991

LIGHT	MEDIUM	HEAVY
SN601 Corvette Beechjet 400 Citation 1 + 2 Falcon 10 + 100 IAI 1121 A/B/C Commodore Jet Lear Jet 23/24/25/28/29/35/36 MU300 Diamond 1/1A/2 MS760 Paris Jet	Citation 3 Falcon 20/200 BAE 125 (All Models) IAI 1123/1124/1124A Westwind IAI 1125 Astra Lear Jet 55/55E/55ER/55LR/55C Sabreliner (All Models)	CL600/601 Challenger Falcon 50/900 G1159 Gulfstream 2/2B/3/4 Lockheed Jetstar (All Models) All Airliner Type Jets Such as Boeing 707 and similar type aircraft

USED RETAIL JET DELIVERIES – OUTSIDE NORTH AMERICA



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SOURCE: AVDATA, INC., WICHITA, KS

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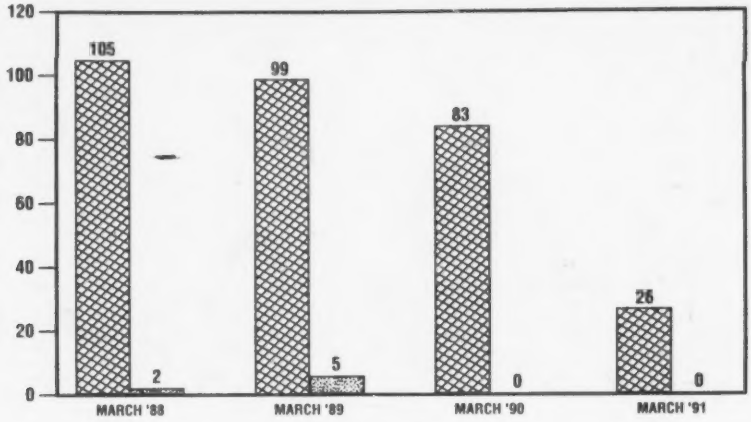
USED RETAIL TURBOPROP DELIVERIES – NORTH AMERICA



FOR MARCH OF 1991

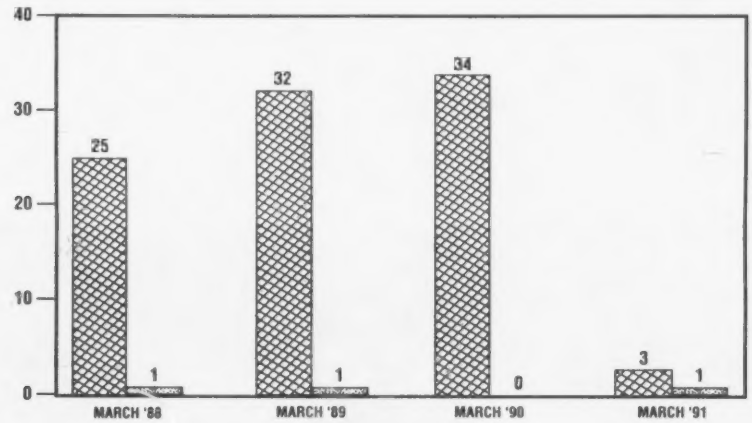
MEDIUM

Turbo Commander (All Models)
Beech 90 King Air (All Models)
Beech 100 King Air (All Models)
Beech 200 King Air (All Models)
Beech 300 King Air (All Models)
Cessna 400 SRS Conversions
Cessna 425/441/406/435
Mitsubishi MU2 (All Models)
PA31T/PA42 Cheyenne (All Models)
Swearingen Merlin/Metro (All Models)

HEAVY

G159 Gulfstream 1
All Airliner Type Turboprops
Such as F-27 Friendship and similar type aircraft

USED RETAIL TURBOPROP DELIVERIES – OUTSIDE NORTH AMERICA



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